



BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

NOTEWORTHY NEWS

New Board of Directors Appointed to the BCEDC —Meet Them



David Breidinger

David presently leads as Senior Vice President of Government Affairs at Comcast. David has coordinated with senators and congresspersons, in addition to state and local officials, in the efforts of mergers and acquisitions of other companies. Before becoming Vice President, David concentrated in marketing, customer service, and regional financial supervision. As Township Committeeman and board member of many Bucks County organizations, David has earned various prestigious awards for his community involvement. Such distinctions include the Mathewson Rotarian of the Year award and the "Spirit of America" Award from the Boy Scouts of America.

Why did David join BCEDC...

"I strongly believe that the future success of our economy in Bucks County and around the country is based on our ability to meaningfully contribute to the long term success of our businesses. I am delighted to be part of the BCEDC Board and my desire is to help make a difference in our county as we grow the economy and provide meaningful jobs for our citizens. I believe we have the talent and the assets to make Bucks County the most desirable county in the Commonwealth for businesses to locate and expand."



Kenneth Heydt

Kenneth is Professional Engineer with experience in civil and environmental engineering. Kenneth has nearly thirty years of tenure at Carroll Engineering Corporation, where he is currently the president. Having experience in numerous bond issues, researching utility rates, and budget development, Kenneth demonstrates his skill in the financial sector as well as engineering. Having served as the corporate representative in wastewater and water projects, Kenneth's work has ushered improvements in water sanitation in nearby counties.

Why did Ken join BCEDC...

"I am pleased to be a first-time Board Member of the Bucks County Economic Development Corporation (BCEDC). I joined the BCEDC because they have a reputation as being a good, hard-working group, offering various services to help create business opportunities in the Bucks County area. The BCEDC encourages economic growth within our community, and as being a local business person myself, I believe it important to create job opportunities for residents and businesses in Bucks County."

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Newsletter sponsored by:



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Bucks Prospectus is the bi-monthly newsletter of the Bucks County Economic Development Corporation (BCEDC). BCEDC, the official Economic Development Agency for Bucks County, is a nonprofit economic development corporation with a mandate to increase job opportunities for local residents through various programs.

NOTEWORTHY NEWS

NEW BOARD OF DIRECTORS APPOINTED CONTINUED



Karen Lasorda

Karen has worked as a relationship manager and underwriter for over ten years in the Bucks County area. Currently the Senior Vice President of Commercial Lending at Bucks County Bank, Karen primarily works in the business sector, but has used her expertise in community development as well. Supporting organizations such as the Central Bucks Chamber of Commerce and the Doylestown Rotary Club, Karen has had a considerable role in the Bucks County community.

Why did Karen join the BCEDC...

"I am pleased to become a member of the BCEDC board because I believe in the mission to strengthen our local economy through job creation and preservation. As a commercial lender, I have seen many BCEDC successes over the years. I hope that my banking background along with my non-profit experience will make me a valuable member of this board."



Trish Markel-Mulligan

Trish is the regional president and executive vice president of Team Capital Bank. Involved in investor relations and management, Trish facilitated the total deposit growth in this Doylestown-located bank. Heavily versed in corporate and retail banking policies, Trish possesses a wealth of financial knowledge integral to the prosperous bloom of Bucks County. Serving at the BCEDC, Community Lenders Community Development Corp. and United Way of Buck County, Trish has pursued community activism for many years.

Why did Trish join the BCEDC...

"Since I have been active with the Finance Committee reviewing packages over past several years this was a natural progression. As a banker and resident in Bucks County, I enjoy seeing what is new and developing in our local community and taking an active role in implementing change. I hope that my involvement will have a positive impact in some small way on the lives we touch, and in helping to build a stronger community."



Kevin O'Donnell

Kevin is a driven, motivated financial services professional. At present, Kevin is the vice president and a commercial Lender at Fulton Bank. Responsible for investment decisions, including credit loans, there has been enormous growth under his personal loan portfolio. Kevin has involvement with the Torresdale Frankford Country Club, Greater Philadelphia Executive Network, and the YMCA.

Why did Kevin join the BCEDC...

"I am looking forward to being a member of the BCEDC Board for a number of reasons, one of which will be to learn as much as I can about the various low interest financing programs offered by BCEDC. This would enable me to spread the word to the many businesses I deal with on a daily basis in the offices of Fulton Bank. My goal will be to help local companies grow and stay in Bucks County and create much needed job base. The more businesses know about the programs offered, the more likely the financing opportunities will be utilized."

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NOTEWORTHY NEWS

NEW BOARD OF DIRECTORS APPOINTED CONTINUED



Mary Smithson

Mary presides as Clerk of Courts in the Criminal Division in Bucks County. As custodian over criminal records, she operates as liaison to higher magisterial entities. Mary has served as board member to Newtown Township, Bucks County Industrial Development Authority (BCIDA), St. Mary Medical Center Foundation, and the YWCA.

Why did Mary join the BCEDC...

"In an economic climate where many small businesses are struggling to survive, The Bucks County Economic Development Corporation and the Buck County Industrial Development Authority are eager to promote strong business growth and expansions while preserving an effective economic base for all the residents of Bucks County. Our future vision is to continue to maintain and advance our highly skilled work force and be a leader in the cutting edge of industrial enterprise. The challenges ahead are exciting."

Congressman Michael Fitzpatrick Visited 100 Bucks Businesses in 100 Days

As your representative in the United States Congress, my number one priority is promoting pro-growth economic policies which provide local small business with the tools they need to create jobs and put Americans back to work.

Over the course of the summer, I visited 100 Businesses in 100 Days here in our community to speak directly to local job creators and better understand their concerns in these difficult economic times.

Onerous federal regulations, uncertain tax policy, and the rising healthcare and energy costs are consistently cited as the chief obstacles to economic growth and job creation. I will continue to pursue smart and effective regulations, a fairer and more efficient tax code, healthcare reforms which contain costs and provide doctors and patients with more control over their healthcare decisions and an all-of-the-above energy strategy to meet the needs of our economy.

While I work to provide for a broad economic recovery, I have also introduced the Fairness to Veterans Act in order to help level the playing field for our nation's veterans returning to civilian life.

With the unemployment rate for Iraq and Afghanistan veterans exceeding 20%, the Fairness to Veterans guidelines will provide veteran-owned businesses with the tools they need to grow and create jobs.

The Fairness to Veterans Act gives veterans the same contracting preferences afforded to other groups. This is the right policy at the right time.

The skills sets possessed by our highly trained veterans are unmatched across the globe. It is critical that we fully utilize their expertise to put our economy back on the right track.

IMET, who recently received tax free financing from BCIDA was one of the companies visited.



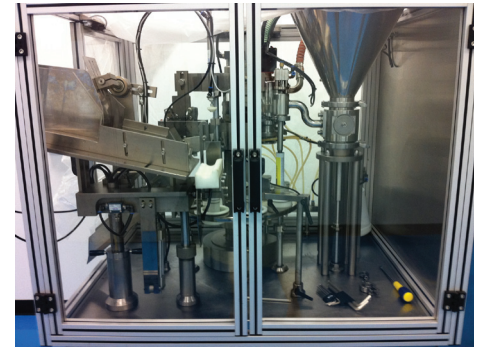
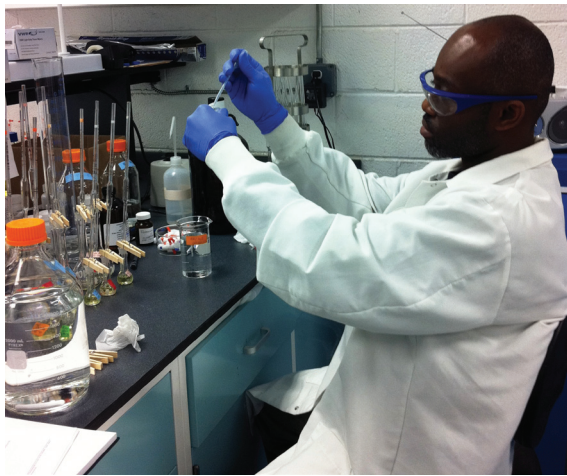
L-R Congressman Michael Fitzpatrick, Thomas Krol (President, IMET), Mike Tomlinson (candidate for Pennsylvania's 5th Senate District).

I am proud to serve you in our nation's capital, and I encourage you to contact my district office in Langhorne if you have any questions, or need assistance in another matter at 215-579-8102.

I'm also on Facebook at www.facebook.com/RepFitzpatrick and Twitter @RepFitzpatrick. Finally, you can visit my online office at <http://fitzpatrick.house.gov/survey> to keep in touch and let me know which issues are most important to you.

SPOTLIGHT ON BUCKS BUSINESS

Axcentria Pharmaceuticals



Axcentria Pharmaceuticals manufactures liquid, gel, nasal and ointment pharmaceutical products for the medical, veterinary and dental markets at a newly build, FDA approved, cutting edge, 28,000 Sq. Ft. facility, located in Telford, Pennsylvania.

Founded in 2010, the total project cost was over \$4,000,000, of which \$350,000 was funded by the Revolving Loan Fund (RLF).

"In recent years getting banks to lend to startups has been almost impossible. The loan from BCEDC has been a huge part of Axcentria's success. It was a key reason we have been able to grow to over 23 employees in a short period of time".

—David Singh President of Axcentria.

Originally Axcentria manufactured liquid cold remedies, nasal sprays, and dental products; it has recently broadened

its production to include ointments, gels, and veterinary products. In addition, the facility boasts the use of a full wet chemistry formulation and testing lab—allowing for onsite analyses of the goods being produced. Axcentria created and retained 20 jobs.

Marketing its pharmaceutical products to drug wholesalers and distributors, Axcentria provides generic medications to some of the country's largest retailers. Which include: Walgreens, CVS Caremark Corporation, USA Drug, Hartz Mountain, Chain Drug Consortium, Benco Dental, and Henry Schein, Inc.

National demand for generic medicines has skyrocketed in recent years. With 69% of prescriptions falling under the generic category, the generic pharmaceutical industry in the United States is expected to increase steadily.

For more information on Axcentria, <http://www.axcentria.com>, 306 Keystone Drive, Telford, PA 18969, Phone 215.453.5055

Article co-authors by David Singh, President, Axcentria and Ryan Schonfeld, BCEDC Summer Intern.

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

Federal Regulations Eliminate T12 Fluorescent Lamps from the Market

Key Points

Due to federal regulations, T12 fluorescent lamps will no longer be available after July 14, 2012.

Replacement options use less energy, and provide longer lasting, higher quality performance.

Financial incentives can help reduce the cost of an upgrade and quicken return on investment.

If your facility uses T12 fluorescent lighting systems, it may be time to consider an upgrade. Federal regulations that take effect on July 14, 2012 will soon make these lamps obsolete. The new lighting standards were part of the Energy Independence and Security Act of 2007. The standards apply to all 4-foot, 8-foot, and U-shaped fluorescent lamps and require minimum efficacy in lumens per watt. Most T12 lighting products currently available do not meet these new standards and will no longer be manufactured or sold in the United States after the July deadline.

T12 lamps are an older and inefficient technology and more efficient alternatives, such as T8 and T5 lamps, are widely available. These lighting alternatives not only save energy, they last longer and provide better light quality. Although there is no requirement for facilities to immediately upgrade from T12 lights, maintaining outdated lighting systems will become more difficult and expensive after replacement components are no longer available.

Lighting Upgrade: How Much Will You Save?

The actual energy savings could depend on the number of fixtures, your occupancy schedule, and other factors. Four-foot and eight-foot lamps are the most commonly used in commercial facilities. The following is an estimate of the energy saved per fixture when upgrading from T12s to T8s:

Four-Foot Lamps. A two-lamp, four-foot fixture with 40-watt rated T12 lamps would draw about 92 watts (40 + 40 + 12 watts for the ballast). A similar fixture with 32-watt rated T8 lamps draws 59 watts, for an energy savings of 35%. The 32-watt rated T8 lamps draw less than their rated wattage because they are driven by a high-efficiency electronic ballast with a low ballast factor.

Eight-Foot Lamps. The energy draw of a two-lamp, eight-foot T12 fixture is estimated at 126 watts. For a two-lamp T8 fixture with an electronic ballast, the energy draw would

be about 110 watts, a 15% energy savings. Older T12 configurations may consume as much as 140 watts. In these cases, the T8 upgrade would save 27%.

Other replacement options, such as T5s or light-emitting diode (LED) alternatives can provide increased energy savings, but they typically cost more to install. Use the [Lighting Calculator](#) to estimate the potential energy-cost savings for your facility.

Lighting Incentives

Although upgrading a lighting system can be expensive, state and local rebates and incentives can help to offset upfront costs and shorten the return on your investment. Search the [Database of State Incentives for Renewables & Efficiency \(DSIRE\)](#) for programs available in your area. In addition, your lighting upgrade may qualify for the [Commercial Building Tax Deduction](#), which allows building owners to claim up to 60 cents per square foot of building space in tax incentives for installation costs.

"This article previously appeared in the PECO Smart Ideas for Your Business newsletter. and is used with permission."



FINANCIAL TOOLBOX



The interest rate for the Small Business First (SBF) and First Industries SBF loan programs is 2.75% until September 30, 2012.

PIDA interest remains 1.75% until August 31, 2012.

Only 10% Down to Buy a Commercial Building: What's the Catch?

What does a yogurt distributor have in common with a machine shop? How are a medical products wholesaler and web-based product distributor similar? Owners of these businesses have taken advantage of a little-known financing tool, the SBA (Small Business Administration) 504 Certified Development Company (CDC) loan program, to purchase their facilities. By doing so, they bought their buildings with as little as 10 percent down—a smart move that preserved more of their money for other important business costs, like hiring more employees.

The SBA 504 loan program was created to stimulate job growth and retention by helping business owners acquire or renovate real estate. It provides long-term, fixed-rate, subordinate financing for the acquisition and/or renovation of capital assets, including land, buildings, and equipment. Here's how the CDC/504 program works:

- The business owner contributes 10 percent toward the total cost.
- An economic development company provides 40 percent of the loan with an SBA guaranty.
- A community bank lends the remaining 50 percent toward the project.

Understanding the 504 Loan Program

What are the interest rates?

One of the aspects that makes the 504 loan affordable for businesses is that 40 percent of the total loan is fixed at a below-market interest rate for 10 or 20 years. The most recent rates were 3.77 percent for 10 years and 4.85 percent for 20 years. Conestoga Bank provides a conventional mortgage for the remaining 50 percent of the loan with a competitive five-year fixed rate and up to a 25-year amortization. Many of the closing costs associated with the project, such as the appraisal and environmental report, can be financed within the SBA portion of the loan.

What are the maximum amounts I can borrow?

You can borrow \$5 million. When including bank financing, the total amount of a project could be \$12 million. Higher loan amounts are available for manufacturers or for projects that reduce the borrower's energy consumption or generate renewable energy fuels.

Can I refinance an existing commercial loan with a 504 SBA loan?

Yes, but only if you are approved before September 27, 2012, when the program ends. To qualify, the loan must be at least two years old, and the majority of the money borrowed must have been to acquire, construct, or improve eligible fixed assets. In addition, none of your payments during the prior year can be more than 30 days past due. Business owners are also able to borrow against their properties to pay eligible business expenses, such as salary, utilities, inventory, or insurance, provided the loan-to-value of the collateral does not exceed 90 percent. Borrowers can use other collateral to make up any shortfall on the loan to value.

Are you eligible for an SBA 504 loan?

You may be eligible for an SBA 504 loan if:

- Yours is a for-profit business with a net worth less than \$15 million, your net profit after taxes is less than \$5 million, or you meet other SBA size standards.
- The property you're seeking to acquire will be at least 51 percent occupied by the business.
- You have an existing commercial mortgage that is at least two years old with a good repayment history for the last year. (Refinance.)
- You meet the job-creation component of the loan. Manufacturers must create or retain one job for every \$100,000 borrowed; other businesses must create or retain one job for every \$65,000 borrowed.

Article written by Scott Little, Vice President SBA Lending. For more information regarding SBA go to <http://conestogabank.com/business-banking/commercial-loans/sba/> To find out if your project qualifies for 504 funding, call Scott Little at 610 969-8289 or email Scott at slittle@conestogabank.com.

Pennsylvania Offering Small Business Advantage Grants

The Pennsylvania Department of Environmental Protection (DEP) is now accepting applications for Small Business Advantage Grants. Small businesses can apply for a 50 percent matching grant of up to \$9,500 for energy conservation and pollution prevention efforts. Applicants must be a for-profit corporation, limited liability corporation, partnership, sole proprietorship or other legal entity with 100 or fewer full-time employees. The grant-supported project must be

in a Pennsylvania facility owned by the applicant, and must save the business at least 25 percent, plus \$750 annually. All projects must be completed by June 30, 2013. The application deadline is September 26. Grants are awarded on a first-come, first-served basis while funding lasts.

For more information, http://www.portal.state.pa.us/portal/server.pt/community/small_business_ombudsman/10493#AGP

COMPANIES ON THE MOVE

Jeff Licht brokers another Sale for NAI Mertz.



L&L Properties, LP sold 375 Jacksonville Road to JERC Partners XIX, LP. The 67,941 SF building in Warminster sold on 7/12/12 for \$3,500,000.



Parkside Orchids Sale



Brode & Brooks Inc. announces the sale of Parkside Orchids at 2503 Mountainview Dr in Nockamixon Township, Bucks County, Pa. This facility included almost 14,000 SF of retail and greenhouse buildings on 5+ acres with frontage on Route 563. The business had been owned and operated for the past 20 years by John Salventi and Tom Purviance. The buyers, Kirsten Smith and Kathleen Dunham, took over the operation in June 2012. The transaction was handled by Jean Justice of Brode & Brooks Inc.



June 2012 - July 2012

(Information provided by Colliers International)

Bristol

Industrial	52,000
Industrial	116,600
Industrial	3,525
Grand Total	172,125 sq. ft.

Newtown

Retail	1,980
Grand Total	1,980 sq. ft.

Warminster

Industrial	48,366
Grand Total	48,366 sq. ft.



BCEDC BUSINESS HAPPENINGS

June 2012 - July 2012

Zampell Refractories received approval from Pennsylvania Industrial Development Authority (PIDA) to increase their previous funding of \$900,000 to \$1,275,000. The increase will be used for additional improvements of the property at 125 Phyllis Drive, **Croydon, Bristol Township**. Zampell Refractories will create forty (40) jobs.

Bristol Riverside Theatre, Bristol Borough was approved to borrow \$85,000 from the Bucks County Coastal Zone Fund. The money will be used for machinery and equipment as well as leasehold improvements. Fifty-eight (58) jobs will be created and forty-five (45) jobs will be retained

NEW FINANCING APPROVED IN 2012

	Loan Program	Amount Borrowed	Square Foot	Reason For Loan	Jobs Retained	Jobs Created
Bristol Borough	BCCZLF	\$85,000	4,000	Machinery, Equipment & Renovations	67	58
Bristol Township	PIDA	\$375,000	24,764	Increase in original PIDA Loan amount for additional renovations	0	40
TOTALS		\$460,000	28,764		67	98

MEMBER'S CORNER

High Earns Professional Engineer License



David M. High, Project Engineer for Bursich Associates, has earned his Professional Engineer (P.E.) license. The P.E. is a professional license issued through the Commonwealth of Pennsylvania. He initially obtained the Engineer in Training (E.I.T.) designation, which is a prerequisite to the P.E.

High's responsibilities at Bursich include civil engineering design, plan review, and construction observation for municipal, public and private clients. He prepares plans, reports, and applications for various local, state, and federal permits, and coordinates with clients, contractors, and utilities.

High's experience includes over six years of design work on projects for both public and private clients, ranging from single-lot subdivisions to large commercial land de-

velopments. He has more than four years of experience conducting plan reviews and observing construction activities for municipal clients related to various codes and ordinances for subdivision and land development and sanitary sewer installation and testing. High has more than three years of experience in design of roadway, drainage, and traffic control for PennDOT sanctioned highway/bridge projects, some of which are federally funded.

"We're very proud of David's accomplishment and recognize the time and effort that he has dedicated," said President Scott Exley. "As a company, we are happy to welcome him into the ranks of our registered professionals. It's a testament to the value that he already brings to Bursich."

David and his wife, Karen, reside in Exton, Pa. In his free time, he enjoys sports, the outdoors, fine arts, videography, and spending time with family and friends.

MEMBER'S CORNER

Burisch Associates Celebrates 40 Years

Bursich Associates, Inc., celebrating 40 years in business, is an engineering, planning, and land surveying firm based in Pottstown, Pa., with an additional location in Bucks County. The firm specializes in highway and roadway design; water and wastewater engineering; bridge, culvert, and retaining wall design; land development site design

engineering; stormwater management design; and land surveying throughout Pennsylvania. With a staff of 30 professionals, Bursich services local, county, state, and federal government within the public sector and residential, commercial, industrial, and institutional clients in the private sector.

PECO Funding For Open Space Municipal Project Surpasses \$1 Million Mark

18 Municipalities Receive 2012 Green Region Grants

PECO has provided 18 municipalities across the Greater Philadelphia region with \$150,000 in grant funding as part of PECO Green Region, the company's municipal open space and environmental grant program. Since its inception in 2004, PECO has awarded more than \$1 million for qualifying projects.

Since 2004, PECO Green Region has funded more than 144 projects across Southeastern Pennsylvania. The program provides grants for projects focusing on open space preservation, improvements to parks and recreation resources, and environmental conservation. Projects include the development of recreation trails, the purchase of open space, planting of trees and other vegetation.

"I am thrilled that we have provided more than \$1 million and sustained nearly 10 years of successful environmental grant funding for our local municipalities through the Green Region program," said Craig Adams, PECO president and CEO. "The success of this program reflects PECO's commitment to environmental preservation."

In partnership with Natural Lands Trust, the region's leading land conservation organization, PECO has awarded 2012 Green Region grants to the following Bucks County municipalities:

- Penndel Borough (\$10,000)
- Warminster (\$10,000)
- New Britain Borough (\$8,000).

"PECO understands that green spaces are an absolutely essential part of a healthy, prosperous region and has made an extraordinary commitment to ensuring that the communities they serve have access to excellent parks and natural areas," said Molly Morrison, president of Natural Land Trust. "We are truly honored to partner with PECO on the Green Region program."

Municipalities can apply for a Green Region grant of up to \$10,000 per project each year. A committee with representatives from PECO, Natural Lands Trust, county agencies and conservation organizations reviews each application and selects the projects to receive funding.

From PECO's grant programs supporting local environmental projects and initiatives, operating an environmentally-friendly fleet of vehicles, to launching PECO Smart Ideas to help our customers save energy and money, all of our local environmental efforts contribute to and support Exelon 2020: A Low-Carbon Roadmap, the comprehensive environmental strategy of our parent company.

BCEDC WELCOMES NEW MEMBERS

Alan Apt
Aptcor Commercial

Warren Beideman
3rd Fed Bank

David Breidinger
Comcast

Floyd Haggar
3rd Fed Bank

Kenneth E. Heydt
Carroll Engineering Corporation

John Hosey
Monument Bank

James Miller
Monument Bank

Kevin O'Donnell
Fulton Bank

Michelle Pedersen
Monument Bank

Greg Stefanowski
Proforma SJM Agency

Joseph Vizza
Philadelphia Suburban
Realty Appraisal Group

UPCOMING EVENTS

Leadership Upper Bucks 2012/2013

Date: 9/20/2012 TO 5/30/2013

Time: 12:30 PM TO 4:30 PM

Participants in Leadership Upper Bucks will develop leadership skills, learn how to use community impact models to affect change, gain experience working with others on project teams, and meet public and private sector leaders. Leadership Upper Bucks emphasizes leadership development over simply learning about community issues. A strong self-assessment component helps participants understand how their behavioral styles and talents affect the way they lead. Program topics build on this strengths-based model so graduates are equipped to be effective leaders in their organizations and in the communities where they live and work.

For the Leadership Upper Bucks Application with all the details on the program or to register for the program, please email swalker@ubcc.org or contact the Chamber Office at 215.536.3211.

Become a Sponsor: A limited number of sponsorships keeps tuition affordable. Some sponsor levels qualify for tuition discounts and all sponsors will be recognized throughout the year for their support. Contact the Chamber Office at 215.536.3211 for more information.

Finding & Hiring Employees

September 13, 2012

8:30 to 10:30 a.m.

Central Bucks County Chamber Headquarters

Bailiwick Office Campus

Suite 23, 252 W. Swamp Rd., Doylestown

Designed for managers or business owners ready to create new jobs and expand their companies. The panel will discuss the talent search, employment law issues, personnel policies, employee handbooks & payroll/tax compliance. Panel members include: Elizabeth Walsh, Bucks County Workforce Investment Board; Carolyn Plump, Esq., Hill Wallack, LLP; Denise Hackendahl, EVP, McCloskey Partners LLC; Brian Tierney, Director, Streamline Payroll, LLC; Emily Evans, Bucks County Community College. Sponsored by Fulton Bank.

To register go to <http://www.centralbuckschamber.com/calendar.cfm>

Marketing Your Products and Services to the County, State, & Federal Government

September 27, 2012

Networking and registration begin at 8:15 a.m.

The program begins promptly at 8:30 a.m. and concludes at 12:30 p.m.

The workshop will be held at the Lower Bucks County Chamber of Commerce, 409 Hood Blvd., Fairless Hills, PA 19030. Pre-registration is requested due to limited seating; the program is FREE. To register for the workshop, contact the Coun-

ty of Bucks Business Development Administrator Sonia Smith, at 215-345-3839 or at srsmith@co.bucks.pa.us.

Pennsylvania International Week

September 11, 2012 • Union League of Philadelphia

8 a.m. – 5 p.m.

September 12, 2012 • Arcadia University • 8 a.m. – 5 p.m.

Pennsylvania International Week offers an important opportunity for Pennsylvania exporters to have individual, pre-scheduled meetings with Pennsylvania's Authorized Trade Representatives and gain valuable market insight. These two days of meetings are organized in partnership with the Commonwealth of Pennsylvania's Department of Community and Economic Development and supported by a grant funded by the U.S. Small Business Administration.

To see which markets are being represented and to set up one-on-one appointments, see our website: Pennsylvania International Week <http://www.wtcphila.org/main_event_page.asp?cmd=display_event_details&event_id=883>

Philadelphia International Showcase

September 11, 2012 • Wells Fargo Bank Lobby

123 S. Broad Street • 5:30 p.m. – 7:30 p.m.

Cost: \$50 for WTCGP members • \$75 for Non-Members

Philadelphia International Showcase is recognized as the region's leading international business reception and networking event. Showcase brings together the international business, diplomatic, and academic communities to "showcase" the international vitality of the region and celebrate Greater Philadelphia as a world-class region and international business destination. In addition to local business leaders, government officials, and representatives from the region's economic development organizations, Pennsylvania's Authorized Trade Representatives (ATRs) from around the globe will be in attendance to informally discuss business opportunities in their respective markets. So, plan to join us for an enjoyable evening and opportunity to build key global business connections!

Opening remarks will be provided by Allison Vulgamore, president and chief executive officer of The Philadelphia Orchestra. Ms. Vulgamore has been instrumental in sharing The Philadelphia Orchestra as cultural ambassador with the world and helping to increase awareness of the Greater Philadelphia region as a world-class city and international tourism destination.

Sponsorship opportunities are available: See 2012 Showcase - Sponsorship Form http://www.wtcphila.org/web2/calendar_content/SponsorImages/Showcase2012_Sponsorship%20Form.pdf for details.

To register for the Showcase reception, see our website: Philadelphia International Showcase http://www.wtcphila.org/main_event_page.asp?cmd=display_event_details&event_id=884.

UPCOMING EVENTS

International Business Networking Forum

Centrallia

October 10-12, 2012

Winnipeg, Manitoba, CANADA

Grow your business internationally at Centrallia

Are you looking to increase your export business, form new international partnerships or explore new global markets? Then you won't want to miss Centrallia, a global business to business forum designed specifically for businesses looking to increase their international business. In attendance will be more than 600 business leaders from more than 40 world economic regions, as well as chambers of commerce, world trade centers, economic development agencies and government trade representatives from around the world, making this an excellent opportunity to not just do business, but also learn about exporting to numerous global markets.

A proven business match-making system

Centrallia is based on the internationally recognized business to business match-making forum Futurallia, which has

successfully brought thousands of businesses together since its founding in 1990. At the core of the concept are a series of prearranged one-on-one meetings that allow businesses to quickly connect and find ground for common opportunity. As a Centrallia participant you experience an action packed 2½ days where everything has been optimized to deliver real value and results for your business.

Centrallia is ideal for businesses looking to import or export in the following industries:

Advanced Manufacturing, Transportation and Logistics, Transportation Equipment Manufacturing, Agribusiness and Food Processing, Aerospace, Life Sciences and Biotechnology, Information and Communications Technology, Film, New Media, Gaming and the Arts, Tourism, Energy and Environmental Industries, Education and Training, Building Products & Mining and Minerals.

For more information and to register go to <http://www.centrallia.com/>

FROM THE DESK OF BCITC

BCITC is pleased to announce that our Membership continues to grow with both export manufacturers and companies importing joining BCITC. Our Annual Meeting was held June 21st at The Market at Delaware Valley College with over 25 attendees. Deborah Nowak, V.P. International Business Development, National Penn Bank, and, Brian Thomas, President, Global Marketing Associates, were elected as our new Co-Chairpersons. Our BCITC lead sponsors are National Penn Bank, Fulton Bank and Citizens Bank.

Once again, please note that Delaware Valley College, also on our Board, requires students to acquire hours of off campus internship employment in their major specialties. Consequently, if your company is hiring for research, marketing studies, or other positions, please call Don Feldscher at Del Val. Bucks County Community College has



also been a member of BCITC since BCITC was founded in 1993.

BCITC is the export assistance agency for Bucks County employers and companies interested in joining BCITC and benefitting from our export assistance programs are invited to contact us. We have a newly formed Advisory Committee which is available for export questions regarding: finance, legal, languages, and regulatory matters.

On behalf of Anna M. Shantz, Phd. and myself as PAST Co-Chairs of BCITC, we thank our BCITC Membership and our County Commissioners for their support!

Best regards. / Peter P. Liebert, IV - SIOR.

Please visit us at www.international-trade.org.

For Membership Information, please contact Peter Liebert at 610-940-0120 or email peter.liebert@colliers.com.



2012 Publishing Deadlines for the Bucks Prospectus

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Issue

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Early Winter

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To submit an article with business advice suitable to the Bucks Prospectus, please contact Kelly Doughty at 215.348.9031 or KellyD@bcedc.com.

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